



U.S. DEPARTMENT OF COMMERCE  
International Trade Administration

# BISNIS SEARCH FOR PARTNERS

*Published by the Business Information Service for the Newly Independent States (BISNIS)*

The Business Information Service for the Newly Independent States (BISNIS) is the U.S. Government's clearing-house for trade and investment information on the Newly Independent States of the former Soviet Union.

BISNIS publishes **SEARCH FOR PARTNERS** to help U.S. companies find investment opportunities in the expanding markets of the former Soviet Union.

**SEARCH FOR PARTNERS** is also distributed via bi-weekly email broadcast. A limited selection of these leads are published in this monthly newsletter. Previous email broadcasts are available through the BISNIS home page at [www.bisnis.doc.gov](http://www.bisnis.doc.gov). To receive the biweekly report, email BISNIS at [bisnis@ita.doc.gov](mailto:bisnis@ita.doc.gov) or call (202) 482-4655.

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## --PLEASE NOTE--

More information on each company featured in BISNIS *Search for Partners* is available on the Internet via a LeadLink URL found at the end of each lead. For a full list of BISNIS Search for Partner leads, visit our website at [www.bisnis.doc.gov/bisnis/searchfp.htm](http://www.bisnis.doc.gov/bisnis/searchfp.htm).

## ARMENIA

**Industry:** Drugs and Pharmaceuticals

**Company:** Mospharm Ltd.

Mospharm Ltd. was established in 1999 as a private company. It specializes in wholesale distribution of pharmaceutical products. Mospharm's main suppliers include Orion (Finland), Solco (Switzerland), Lek (Slovenia), Polfa (Poland), and Balkanpharm (Bulgaria). The company's sales in 1999 totaled US\$800,000. Mospharm has a wide distribution network of 700 customers within Armenia, including large hospitals, clinics, medical centers, and pharmacies.

Mospharm wishes to expand its suppliers network. It seeks to become a distributor of U.S. medical products in Armenia. Mospharm will provide the necessary storage space and promote the American pharmaceutical products in Armenia using its large distribution channels.

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The company can conduct business in English.

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**Source:** BISNIS Representative in Armenia

**LeadLink**, <http://www.bisnis.doc.gov/bisnis/lead.cfm?327>



**Industry:** Recreation Services and Facilities

**Company:** National Fund of Tennis Development

The National Fund of Tennis Development of Armenia (NFTDA) was established in 1999. It is a private organization engaged in organizing tennis tournaments; supporting tennis players exchange; establishing a sports, business, and entertainment center; and publishing a magazine.

NFTDA plans to establish a sports, business, and entertainment center in Yerevan. The complex will include three hotels; tennis courts; shops and cafes; a gym, a swimming

pool, and sauna; football fields; and a family rest area.

NFTDA has leased 13 hectares of land in Yerevan for 20 years. The lease can be renewed for as long as necessary. The fund has signed contracts with several European companies, including Vesmaco (Italy), Findomo (Finland), and Miracle (Australia) to construct different sectors of the center and supply the necessary equipment. The proposed investment for this project is up to \$5 million. NFTDA has already invested \$300,000 in this project.

NFTDA seeks an American partner/equity investor to join the project. The U.S. company is expected to supply sports and entertainment equipment, and provide management training. A detailed business plan in English is available upon request. NFTDA can conduct business in English.

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**Source:** BISNIS Representative in Armenia

**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?333>



**Industry:** Paper and Paperboard

**Company:** Masis Gofrotara

Masis Gofrotara was established in 1969 and privatized in 1995. During the Soviet period, the company supplied 30-35 percent of the total USSR market for corrugated cardboard, including Russia, the Transcaucasus, and the Soviet Asian republics.

Masis Gofrotara plans to expand its production to a wider group of products. For this purpose, it plans to procure and import U.S.-made equipment and supplies for production of corrugated cardboard and sanitary tissue paper.

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**Source:** BISNIS Representative in Armenia

**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?315>



**Industry:** Construction Materials

**Company:** R&V Comfort

R&V Comfort was established in 1995 as a private company. It specializes mainly in the import and wholesale and retail distribution of building materials in Armenia. The company is a distributor of several building materials producers from Italy, Bulgaria, and Turkey. R&V's 1999 sales totaled \$1.5 million. It employs 134 people.

The company plans to expand its activities. It seeks to become a distributor of U.S.-made building materials, includ-

ing bathroom fixtures, faucets, sinks, and ceramic floor and wall tiles. For its part, R&V offers its well-established distribution network, access to regional markets, and partial financial participation. R&V can conduct business in English.

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**Source:** BISNIS Representative in Armenia

**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?334>

## **KAZAKHSTAN**

**Industry:** Plastics Production Machinery

**Company:** Ural-Polyplast

Ural-Polyplast, a private Kazakhstani enterprise, was commissioned in 1985 and privatized in 1993. The plant specializes in the production of plastic goods (consumer goods, industrial fittings, and plastic film).

Ural-Polyplast, located in Uralsk, northwestern Kazakhstan, currently employs 70 people. The company's plant has modern equipment made in Germany, Bulgaria, India, and Russia. The raw materials for the plant are supplied by petrochemical enterprises from Kazakhstan (Atyrau, Aktau) and Russia (Kazan, Ufa, and Samara). The products of Ural-Polyplast are in demand in Kazakhstan. The firm plans to expand its market to include southern Russia, Kyrgyzstan, Tajikistan, and Uzbekistan.

Ural-Polyplast seeks a U.S. joint venture partner/investor to establish joint production of a wide range of industrial plastic pipes, mainly for the oil and gas industry in Kazakhstan. The project is subject to tax benefits. The company can conduct business in English and has a business plan in English.

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Email: [almaty.office.box@mail.doc.gov](mailto:almaty.office.box@mail.doc.gov)

**Source:** BISNIS Representative in Kazakhstan

**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?318>

## **KYRGYZSTAN**

**Industry:** Medical Equipment and Products

**Company:** Biruni

The Biruni private medical and diagnostic clinic was es-

tablished in 1997. The multiprofile clinic owns essential medical equipment and offers diagnosis and treatment in various fields of medicine: therapy, cardiology, lung diseases, sexually transmitted diseases, neuropathology, psychology, dermatology, gynecology, urology, ear-throat-nose, and dental service. Biruni has seven full-time employees, 15 part-time consultants, five fully equipped doctor's offices, two labs, a sterilization room, and several hospital wards. It also has an opportunity to open up to 12 specialized doctors' offices. The company's annual sales total US\$21,300.

The company seeks a U.S. partner for which the Biruni medical clinic will be a distributor of the following portable medical equipment: ruby lasers, including surgical ones; apparatus for liposuction; and abrasive/polishing equipment for skin care. A business plan is available upon receiving price lists and catalogs.

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**Source:** BISNIS representative in Kyrgyzstan

**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?320>

## **MOLDOVA**

**Industry:** Glass Containers

**Company:** Flamingo-96 S.A.

Established in 1959 and privatized in 1995, the privately owned Flamingo-96 S.A. is the only manufacturer of lamps and other illuminating equipment in Moldova. Its 1999 sales amounted to US\$1.2 million. Eighty percent of its sales are absorbed by the Russian market, while only 10 percent of its output is sold in Moldova. The company owns production facilities and equipment. It employs 600 people.

Flamingo-96 is seeking a U.S. partner to implement a project to produce glass containers for wine and cognac, perfume, and medicines, with annual output of 30,000 tons of useful glass (105 million items). The project has a 4-year payback period, with an estimated initial investment of US\$5 million. The U.S. partner will provide financing and/or equipment, managerial and manufacturing know-how, while Flamingo-96 will be responsible for production activities.

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**Source:** BISNIS Representative in Moldova

**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?203>



**Industry:** Freight Forwarding and Warehousing

**Company:** Politrans S.R.L.

Founded in 1995, Politrans S.R.L. is among the leaders of Moldova's freight transportation services market. Its annual sales reach US\$1 million. The company employs 36 individuals full time.

The company owns a fleet of 12 trucks, an office, and some facilities at a Moldovan customs post. It also leases over 400 square meters of land and facilities. Politrans has entered into a long-term agency agreement with BETA Transport of Italy. The company claims it serves 80 percent of the freight turnover between Moldova and Italy.

Politrans wants to become the freight forwarding agent for a U.S.-based international forwarding company. The proposed project does not require any special guarantees or incentives. Politrans is willing to commit up to US\$20,000 to the freight forwarding arrangement. The company can conduct negotiations in English and is willing to share more information with interested parties.

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**Source:** BISNIS Representative in Moldova

**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?204>



**Industry:** Agricultural Production (crops)

**Company:** Medifarm

Established in 1993, Medifarm specializes in growing and processing medicinal plants. The company's team includes important Moldovan university professors and herb specialists. The company uses growing and extracting technologies, which, coupled with high-quality medicinal herbs growing in Moldova, may ensure its success. Currently, the company has some 24 plant products available for sale in significant quantities. Medifarm grows its plants on a 60-hectare land plot, with a leasehold right expiring in 2010. It also uses the services of Moldovan farmers who provide labor and additional land plots. The herbs are processed in a 500-square meter, rented facility.

Moldova boasts rich chernozym (black earth) soils and a temperate climate. The land market, which was liberalized only recently, presents important opportunities for the acquisition of high-quality, low-priced arable land to be used for growing medicinal plants. Inexpensive labor and important research work in the field of medicinal plants done in Moldova are critical success factors. Sales of herbs in Moldova are exempt from the 20-percent value-added tax.

The company would like to set up a joint venture. The U.S. partner will provide some financing and management skills, as well as marketing capabilities. The Moldovan partner will contribute its plant growing and extracting technologies, inexpensive labor, high-quality raw materials, and contacts. Several company team members speak English.

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**Source:** BISNIS Representative in Moldova

**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?348>

## **BARNAUL, RUSSIA**

**Industry:** Machine Building/Machine Tools

**Company:** Barnaul Machine-Building Plant

The Barnaul Machine-Building Plant was established in 1993. The company specializes in producing various types of machine tools and instruments. It employs over 500 people and has strong government contacts. The company plans to expand its business to include the production of plate-type heat exchangers, applied in heating and hot water supply systems of industrial and residential facilities, and in various technological processes.

The company seeks an investor or joint venture to establish the production of plate-type heat exchangers. A feasibility study is available upon request. The company will contribute its technical expertise, production space and facilities, and work force.

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**Source:** BISNIS Representative in Novosibirsk

**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?326>

## **CHELYABINSK, RUSSIA**

**Industry:** Recreation Facilities

**Company:** Uralobov

Uralobuv, a private company established in 1992, plans to expand its business and to set up an entertainment center in the city of Chelyabinsk. Chelyabinsk is the capital of Chelyabinsk oblast with a population of over 1.3 million people. Currently, entertainment facilities in the city are underdeveloped. According to a feasibility study, the entertainment market is only 20 percent satisfied, and the middle class of Chelyabinsk has to travel to Yekaterinburg for the weekend to find entertainment facilities.

Uralobuv has already signed a leasing contract for a four-story building to set up an entertainment center with the proposed name "Las Vegas." The building is located in the center of the city, close to several hotels and a train and bus station. There is a possibility to purchase the building in the future. Uralobuv plans to locate a bowling alley, billiards, dance and cinema halls, and fast-food cafes/restaurants there.

Uralobuv has experience with foreign companies, being one of the largest shoe importers in Chelyabinsk. It owns seven shoe stores, which are very popular because of the large variety of shoes and good customer service.

Uralobuv seeks an American company to manage and equip the entertainment center, its bowling, billiards, parking lot, and fast-food cafes. The project is worth \$2.5 million, with an anticipated payback period of 3 years. The company will invest 50 percent of the total project's value.

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**Source:** BISNIS Representative in Yekaterinburg

**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?259>

## **KOMI REPUBLIC, RUSSIA**

**Industry:** Wood Processing

**Company:** Komi-Wood Sis

Closed joint stock company Komi-Wood Sis was registered in 1997. The Komi Republic Development Fund holds 66 percent of its shares and the Italian company Sis-Russia holds 34 percent. Komi-Wood Sis occupies 22 hectares of land and employs 148 people. It has logging rights for 13.5 million cubic meters of wood, mostly coniferous trees, some "red" pine, and spruce. The collateral value of the forest is US\$130 million (US\$10 per cubic meter).

Komi-Wood Sis is involved in logging, lumber production, and manufacturing furniture and furniture parts. Its production facilities are well equipped and include a Finish sawmill factory, a computerized sorting line, Italian kiln-dryers, a Finnish heating facility working on wood chips, railway access, loading trucks, and so forth.

However, the company lacks logging trucks of 40-60 cubic meters capacity and forwarders (four needed), as well as machinery for utilizing balance and chips. The company seeks to find U.S. companies willing to invest in wood processing activities of Komi-Wood Sis on favorable terms.

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**Source:** BISNIS Representative in Moscow

**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?248>

## **MOSCOW, RUSSIA**

**Industry:** Tourism/Information Technologies (IT)

**Company:** ANTOR

ANTOR stands for the Association of National Tourist Office Representatives in Russia. The association is unique in its membership and the role it plays on the Russian tourism market. Being a noncommercial organization, ANTOR

unites foreign representatives of national tourist offices that are accredited to work in Russia and other NIS countries. By joining ANTOR, these companies receive access to broadly promote, within Russia, tourism in their home countries. Among ANTOR's members are representatives from Austria, Hungary, Switzerland, Germany, Dubai, Egypt, Israel, Thailand, and many other countries.

ANTOR is accredited with the Ministry of Foreign Affairs and has access to processing visas and related travel documentation. Its headquarters is in Moscow, where 20-25 percent of its clients are located. Regional companies and residents account for 75-80 percent of its customers.

ANTOR has developed a special project, a newly created International Travel and Tourism Information Agency (ITTIA). According to the company, there are no analogues to this project on the international level. The project calls for ITTIA to collect up-to-date information about tourism opportunities worldwide and disseminate them among Russian and NIS citizens and travel agencies. This information will not only include highlights of events, prices, and statistics, but also market research, legal updates on tourism in various countries, etc. Sources of information with which ANTOR has established a good working relationship would enable the new agency to receive continuous inflow of information. One of the important project participants is the Main Information Processing Center. This information network will enable ITTIA to reach out to a broad audience through print publications, electronic broadcasts, the Internet, and regularly updated databases. This project would also be able to raise interest and stimulate demand among Russians for tourism in the United States.

ANTOR seeks a U.S. partner involved in the information technologies sector that is willing to become part of the International Travel and Tourism Information Agency. It is possible to establish the agency in the form of a joint venture, but ANTOR is open to any form of cooperation. The estimated project cost is US\$500,000-1 million, with a 2-3 year payback period. A business plan is available in Russian; the company can also provide an English version, if requested.

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**Source:** BISNIS Representative in Moscow  
**LeadLink,** <http://www.bisnis.doc.gov/bisnis/lead.cfm?257>

## **NIZHNY NOVGOROD, RUSSIA**

**Industry:** Industrial Production Equipment  
**Company:** TSVET (two projects)

TSVET is an open joint-stock company, founded in 1959. The company specializes in manufacturing gas and liquid chromatographs, titrators for research and commercial applications, furniture for research laboratories, and dispatching and controlling equipment for the energy industry. TSVET has 460 workers. Annual sales total US\$3 million. The company

holds a number of patents and invention certificates.

### **PROJECT #1**

TSVET is seeking to set up a joint venture with a U.S. partner to manufacture chromatographs. The Russian company will provide a production facility, work force, and some equipment. An American company is expected to contribute state-of-the-art machinery and some working capital. TSVET can conduct business in English.

### **PROJECT #2**

SVET is interested in establishing a joint venture with a U.S. partner to manufacture generators of hydrogen and nitrogen. The Russian company will provide a production facility, work force, and some equipment. The American company is expected to contribute up-to-date machinery and some working capital. SVET can conduct business in English.

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**Source:** BISNIS Representative in Nizhny Novgorod

**Project #1 LeadLink,** <http://www.bisnis.doc.gov/bisnis/lead.cfm?201>

**Project #2 LeadLink,** <http://www.bisnis.doc.gov/bisnis/lead.cfm?225>

## **SARATOV, RUSSIA**

**Industry:** Biotechnology

**Company:** Stark Ltd.

Stark Ltd. was founded in 1992 in Saratov. The company's main activity is development and introduction of new biotechnology products. The company has developed a new medicine, anti-coliproteus lactoglobulin vaccum siccum, for treatment of gastrointestinal diseases. The product has been tested, patented, and is ready for commercial production. There is a demand for the product both in local and foreign markets, especially from Asian and Latin American countries. Potential customers from several countries have already approached the company.

Stark is looking for an investor/partner to start production of anti-coliproteus lactoglobulin vaccum siccum. There is a business plan in Russian, prepared with the help of experts from the Morozov Project (a U.S. Agency for International Development funded project). Consultants from the Morozov Project trained Stark's employees in business plan preparation, conducted a review of the business plan, and audited the company.

The total investment needed for the first step of production (250,000 doses) is \$100,000. The period for return on investment is 3 years. Stark can conduct business in English and will respond to any offer. It is ready to present all necessary data, including banking information.

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Source: BISNIS Representative in Samara

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?258>



**Industry:** Industrial Chemicals

**Company:** Sigma Capital

Sigma Capital is a private company, founded in 1993 in Samara. Its sales volume in 1999 was \$100,000. The main activity of Sigma Capital is wholesale trade of different technical products from production equipment to chemicals. It supplies products to local, regional, and national production companies. Sigma Capital has conducted foreign economic activity for the past 4 years and has a long-term business relationship with the German firm Burgmann, distributing Burgmann's products in Russian regions. The company promises delivery in the shortest possible time and accurate payments as its competitive advantages.

Sigma Capital is interested in receiving offers from U.S. manufacturers for distribution of ion-exchange resins for water treatment and industrial chemicals, as well as production equipment and other technical products.

The role of Sigma Capital will consist of financing up to 30 percent of the project cost (the possibility of bank credit is considered); searching for local customers; clearing customs, and legalization of contracts.

Sigma Capital can conduct business in English. It is also ready to provide potential partners with information about its customers and banking arrangements.

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Source: BISNIS representative in Samara

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?349>

## **UFA, RUSSIA**

**Industry:** Oil & Gas Exploration Equipment

**Company:** Etalon

The state company Etalon was founded in 1982. It specializes in developing and manufacturing automatic control and measurement systems, gauges, and instruments. The company has 70 workers. Its annual sales total US\$1 million.

Etalon is seeking a U.S. partner to produce Etalon-designed equipment for exploring and measuring technical parameters of oil wells. The company will contribute to the project manpower, some equipment, and production space. The U.S. partner is expected to put in investments to perform this joint project. Etalon can conduct business in English. A business plan in English and Russian is available.

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Source: BISNIS Representative in Nizhny Novgorod

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?322>

## **ULAN-UDE, RUSSIA**

**Industry:** Food Processing and Packaging (mineral water)

**Company:** Aquabur

The Aquabur soft drink plant, established in 1961, was privatized into a joint-stock company in 1993. The company currently employs 57 people and possesses three production facilities, an administrative building, a boiler house, and several warehouses. Aquabur is the leading producer and distributor of mineral water, soda drinks, and bottled Baikal water in the Republic of Buryatia (Eastern Siberia, borders on Mongolia). In 1999, its sales totaled US\$200,000.

The company works in local (70 percent), regional (25 percent) and international (5 percent) markets. Local wholesalers and retail stores are the company's main buyers. The company has been exporting to Mongolia since 1997; it has multiple sales contracts with the German company Deler.

Aquabur seeks a joint venture partner to establish a Baikal water bottling plant on the shore of the Baikal Lake. The water is extracted from the depth of 80 meters; the water's unique quality and purity were confirmed by foreign experts. Aquabur seeks modern technologies, financial participation, equipment for production, and management training.

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Source: BISNIS Representative in Khabarovsk

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?343>

## **VLADIVOSTOK, RUSSIA**

**Industry:** Apparel & Accessory Stores/Sporting Goods

**Company:** SB-Line

There is a limited supply of high-quality clothes and accessories for outdoor activities in the Russian Far East. Most products available in the market are cheap Chinese imports. There is a customer segment interested in buying top-quality brand products. SB-Line wants to pursue this niche.

SB-Line's primary business is wood processing. The clothing project is the company's attempt to use excess cash from wood-processing operations for diversification.

The company seeks a U.S. company that produces apparel and footwear for outdoor activities, and sporting goods and accessories, especially for hiking, fishing, windsurfing, and snowboarding, for a long-term supply contract. SB-Line also seeks marketing assistance (promotional materials, etc.) from its potential U.S. partner. SB-Line is ready to prepay

the first shipments, but expects more favorable payment terms in the future.

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**Source:** BISNIS Representative in Vladivostok

**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?321>



**Industry:** Food Processing & Packaging Equipment

**Company:** Lada

Lada, incorporated in 1992, is a constantly growing company. Its primary activities are wood processing and metal-waste processing. Eighty percent of its revenue comes from exports to China and South Korea. The company facilities are located in Kavalеровsky district of Primorsky Krai, which is a part of the Ussuri taiga.

Lada has access to well-known local herbs and plants, such as ginseng, schizandra, and eleuterococcus, which the company gathers and sells. It would like to purchase equipment to make capsuled powdered food supplements for further sale in domestic and Asian markets. The U.S. partner is expected to supply equipment. Depending on the price, Lada is ready to finance 50-100 percent of the equipment cost.

**Contact:** Gennady Lada, General Director  
26 Kuznechnaya St., Kavaleroovo, Primorsky Krai  
692420  
Tel/Fax: +7 (42375) 94-696  
Email: csvlad@online.ru

**Source:** BISNIS Representative in Vladivostok

**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?336>

## **UKRAINE**

**Industry:** Electrical Equipment and Components

**Company:** Ekipazh

Ekipazh, established in 1993, specializes in manufacturing electrical safety equipment and tools for nuclear and thermal power stations, regional electricity distributors, oil and gas companies, railways, Ukrtelecom (telephone company), and individual enterprises. The company holds patents for its products and has received several awards at specialized trade shows. In 1999, the company increased its sales by 80 percent, compared to the previous year. The company imports raw materials for production from Russia, Germany, and Kazakhstan, and exports its products to Latvia, Lithuania, Estonia, Bulgaria, Russia, the Middle East, Canada, Poland, and Turkey.

The company seeks a distribution agreement with U.S. suppliers of safety harnesses and tools, and electrical safety equipment.

**Contact:** Oleksandr Burcev, Director of Marketing  
4, Enakijivska Vul., Kharkiv 61046, Ukraine

Tel: +380 (572) 94-2889; 93-1003; 93-3122

Fax: +380 (572) 94-2880; 93-1003; 68-9898

Email: ekipage@skynet.kharkov.com

**Source:** BISNIS Representative in Ukraine

**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?362>



**Industry:** Cosmetics and Toiletries

**Company:** Biolanta

Biolanta, established in 1996, specializes in cosmetic cream production. Its annual sales total US\$80,000. It has experience selling cosmetic products to Russia. The company plans to expand its business to include local production and sales of U.S. cosmetic products.

The company seeks a joint venture to purchase U.S. cosmetics equipment on leasing terms, as well as to produce and sell cosmetics. The company also seeks a distribution agreement with U.S. suppliers of raw materials for cosmetic goods production. A business plan in Ukrainian is available.

**Contact:** Serhiy Lavrynets

22B, Mykhajlivska Vul., Kyiv 01001, Ukraine

Tel: +380 (44) 211-8846

Fax: +380 (44) 211-8578

**Source:** BISNIS Representative in Ukraine

**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?332>

## **UZBEKISTAN**

**Industry:** Food Processing and Packaging

**Company:** Bericap Exclusive Agent Uzbekistan

Bericap Exclusive Agent Uzbekistan primarily supplies Coca-Cola and other local bottlers with bottle closures. The company has established a joint venture with an Uzbek company. The market for soft drinks in Uzbekistan is developing rapidly, and, therefore, the need for bottle closures will increase accordingly in this market.

Bericap Exclusive Agent Uzbekistan is looking for cooperation with a U.S. company to establish production of bottle closures and preforms in Uzbekistan. The company will get partial financing from the ABN AMRO Bank Uzbekistan, which will allocate credits to the company under the condition that Bericap JV will export 50 percent of its products. The company needs financing and equipment for production preforms.

Bericap Exclusive Agent Uzbekistan will provide technology, technical assistance, partial financing, and marketing of its products within the local market and also provide for exports in order to generate hard currency.

**Contact:** Serdar Hatipoglu, Devijon Ersoy

41/6 Yakubov Street, Yakkasaray District, Tashkent

Tel: +998 (71) 181-3806, 132-0089

Fax: +998 (71) 152-6428

Email: shatip@bcc.com.uz; dersoy@bcc.com.uz

**Source:** BISNIS Representative in Uzbekistan

**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?354>

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## **NOTICE**

BISNIS is pleased to gather and disseminate to U.S. companies promising **Search for Partners** leads from the NIS. Companies that wish to pursue these leads should directly contact the NIS company via the contact information listed.

BISNIS makes every effort to obtain valid contact information, but making contact with companies in many regions of the NIS can be difficult. Telephone calls to NIS companies may be hampered by the limited number of international and local lines in the NIS. Therefore, persistence is the key to contacting them via telephone. Additionally, not all NIS companies have fax machines that operate 24 hours a day. Sometimes several attempts may be necessary before a connection can be made. If you are having trouble reaching a company, try phoning/faxing at different times of the day, including during regular work hours (often 9AM to 6PM) in the region you are trying to contact.

**Note:** Although BISNIS representatives in the NIS occasionally provide last-resort assistance in contacting local companies listed in leads, BISNIS representatives in the NIS do not: provide additional market information in response to direct inquiries from U.S. companies, assist with negotiations, or conduct due diligence on local companies.

For additional commercial information about industries, regions, and companies in the NIS, contact BISNIS in Washington, D.C.